

Clinton D'Souza

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[Portfolio: clintondsouza.com](https://clintondsouza.com)

PROFESSIONAL SUMMARY

Results-driven **Product Manager** with **7+ years of experience** leading cross-functional teams and managing full product lifecycles. Adept at **product strategy, stakeholder alignment, and agile software development**, with a strong foundation in **data-driven decision-making, user experience optimization, and market analysis**. Proven track record in scaling products, driving user growth, and delivering high-impact solutions. Seeking to leverage expertise to enhance **customer experience and business outcomes**.

CORE SKILLS & TOOLS

- **Product Strategy & Roadmaps** | Go-to-Market (GTM) | Agile & Scrum Methodologies
 - **Stakeholder Management** | Cross-functional Collaboration | Product Lifecycle Management
 - **User Research & UX Optimization** | Data-Driven Decision Making | A/B Testing
 - **Technical Proficiency:** Jira, Atlassian, Rally, SQL, Wireframing, API Integrations
 - **Industry Experience:** Fintech, SaaS, Gaming, Event Tech
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PROFESSIONAL EXPERIENCE

Product Manager – Zuddl

February 2022 – December 2023

- Led the **end-to-end lifecycle** for Zuddl Studio, achieving **#1 Product of the Day** on ProductHunt.
- Managed a **15-member team** of developers, designers, QA analysts, and content creators.
- Spearheaded **feature development & backlog management**, ensuring strategic product alignment.

Product Manager – Mastermind Sports (Betting/Casino/Gaming)

February 2019 – February 2022

- Grew market share from **1-2% to ~16%**, driving **profit margins from 3% to 15%** via strategic optimizations.
- Increased **daily active users (DAU) from 120 to 7,000** and scaled user base from 20K to 300K in **2 years**.
- Developed data-backed **marketing strategies** to improve engagement and customer acquisition.
- Conducted **competitive analysis** to identify promotional gaps and differentiate offerings.

Product Manager – Happay (Fintech)

May 2017 – January 2019

- Led a **cross-functional team of 11** to develop **Happay Travel**, a seamless **B2B flight & hotel booking** platform.
- Increased **conversion rates by ~20%** through the implementation of analytics-driven product enhancements.
- Established **product usage dashboards**, enabling data-driven improvements in user experience.

Product Manager – HousingMan (Real Estate)

October 2016 – May 2017

- Revamped **user journeys & retention strategies**, resulting in a **35% increase in weekly active users**.
- Led mobile and web product development, optimizing features to enhance customer engagement.

iOS Developer – Outside the Byte

April 2016 – October 2016

- Built **iOS applications** with integrated payment gateways and RESTful APIs.
- Optimized mobile app development processes, reducing project timelines from **6 months to 2 months**.

Business Development Manager – Momoe (Fintech)

March 2015 – April 2016

- Generated leads via **high-volume cold outreach**, securing a **6% conversion rate on sales meetings**.
- Managed **client relationships**, ensuring high customer retention and satisfaction.

EDUCATION

Bachelor of Commerce (B.Com), St. Joseph's College of Commerce | *April 2015*

LANGUAGES

- **English:** Native Fluency
 - **Kannada:** Native Fluency
 - **Konkani:** Conversational
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ADDITIONAL LINKS

- [Zuddl Studio](#)
 - [Zuddl Platform](#)
 - [Zuddl Website](#)
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